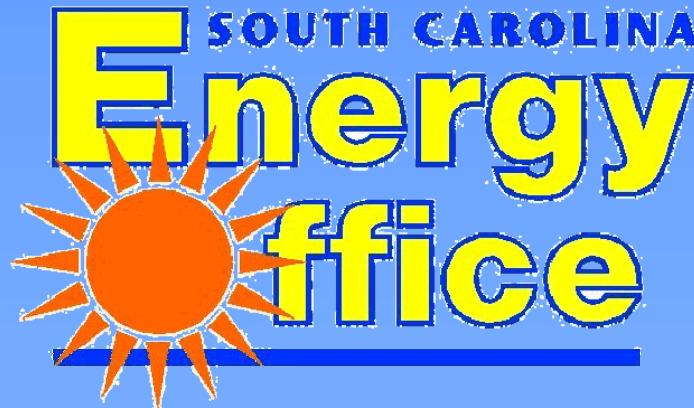


# S.C. Resource Conservation Challenge Workshop

## Utility Bill Analysis

Wednesday, October 24, 2007



# Utility Bill Analysis Background



- 2005 the SC Energy Office working with the State Procurement Office established a statewide term contract, that made utility bill analysis services readily available to state and local government units in SC.
- Seven vendors met the contract solicitation criteria and have been placed on a Qualified Provider List (QPL) to provide analysis of energy and telecommunications bills.

# Utility Bill Analysis

## What Is It?



- Utility bill analysis is the systematic and thorough review of an organization's utility bills.
- Examines the organization's usage patterns and current utility rates.
- The utility bill analyst assists the organization in negotiating with the utility provider to make account changes favorable to the organization.

# Utility Bill Analysis

## How Does It Work?



- A governmental unit may contract with any of the qualified vendors for energy utility bill analysis or telecommunications bill analysis or both types of analysis.
- There are no upfront fees; the contractor is compensated from utility bill refunds and cost savings.

# Utility Bill Analysis

## Fees



- The Contractor will be paid the contractually agreed percentage not to exceed 50% of the total refunds obtained when received by the “Organization”.
- The Contractor will also be paid the contractually agreed percentage not to exceed 50% of cost-savings recommendations made and implemented for a thirty-six (36) month period from date of implementation.
- All fees are to be on a contingency basis.

# Utility Bill Analysis Hurdles



- Marketing
- Bill Assembly

# Utility Bill Analysis



Vendors are prohibited from using any marketing technique or language to pressure an agency to buy this service by implying that purchase of the service is mandated by the South Carolina Energy Office or the State Budget & Control Board.

# Utility Bill Analysis



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